

Message Text

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62

ACTION AF-06

INFO OCT-01 EUR-12 ISO-00 EB-07 COME-00 TRSE-00 L-02

CIAE-00 INR-07 NSAE-00 XMB-02 AID-05 FRB-03 DODE-00

FAA-00 DOTE-00 MC-02 PM-03 OMB-01 SP-02 /053 W

----- 107312

R 121500Z MAY 75

FM AMCONSUL CAPE TOWN

TO SECSTATE WASHDC 4634

INFO AMEMBASSY LONDON

AMEMBASSY PARIS

AMEMBASSY PRETORIA

AMCONSUL DURBAN

AMCONSUL JOHANNESBURG

LIMITED OFFICIAL USE CAPE TOWN 0542

E.O. 11652: N/A

TAGS: BEXP, EAIR, EFIN, SF

SUBJECT: CIVIL AIRCRAFT SALES PROPOSALS

REF: CAPE TOWN 484 AND 473 (NOTAL)

1. DURING COURTESY CALL ON AMBASSADOR MAY 9, LOCKHEED PRESIDENT A.C. KOTCHIAN MADE POINT THAT SOUTH AFRICANS ARE LOOKING FOR EXIM LAN GUARANTEE PARTICIPATION IN FINANCIAL PACKAGE AS EVIDENCE OF USG SUPPORT FOR COMMERCIAL AIRCRAFT SALES TO S.A.A. THEY ALSO WANT SIMILAR PARTICIPATION BY ECGD FOR ROLLS ROYCE ENGINES. LOCKHEED HAS ALREADY APPROACHED EXIM INFORMALLY IN THIS REGARD AND ANTICIPATES FAVORABLE RESPONSE. (COMPANY UNDERSTANDS POLICY ON DIRECT LOANS AND DOES NOT REQUEST THIS TYPE ASSISTANCE.) LOCKHEED EXECUTIVE ACCOMPANYING KOTCHIAN INDICATED GUARANTEES COULD ALSO HAVE EFFECT OF MAKING PROPOSAL MORE COMPETITIVE WITH A-300 AIRBUS BY REDUCING TOTAL COST OF FINANCING PROPOSALS TO BE NEGOTIATED WITH COMMERCIAL BANKS IN U.S. AND U.K.

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2. WHILE CONFIDENT OF TRI-STAR SUPERIORITY OVER AIRBUS FOR

S.A.S.'S DOMESTIC AND REGIONAL ROUTES, LOCKHEED IS CONCERNED
THAT POLITICO-MILITARY CONSIDERATIONS ADVANCED BY FRENCH IN
COMBINATION WITH ATTRACTIVE COMMERCIAL OFFER WILL OFFSET THIS
AND MAY BE DETERMINING FACTOR IRRESPECTIVE OF S.A.A. EVALUATION
AND RECOMMENDATIONS TO SAG.
BOWDLER

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Message Attributes

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To: STATE
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